Sign in

Web Images Videos Maps News Shopping Gmail more .

Advanced Scholar Search

Scholar Articles and patents

Google Scholar Lying and Deception-- A Behavior Model lewick Search

■ lat least summaries ■

Scholar Preferences

▼ lanytime Did you mean: Lying and Deception--A Behavioral Model lewicki (cluster or group)

What is ethically appropriate in negotiations: An empirical examination of ...

RJ Lewicki, N Stark - Social Justice Research, 1996 - Springer ... Lewicki (1983) proposed an early behavioral model of lying and de- ception in negotiation. ... Page 10. 78 Lewicki and Stark ... This final form of lying occurs in situations where other parties m in addition to the opponent--are involved in the negotiating relationship. ...

Cited by 28 - Related articles - BL Direct

## Ethical and unethical bargaining tactics: An empirical study

RJ Lewicki, RJ Robinson - Journal of Business Ethics, 1998 - Springer ... about effective negotiation strategies have often suggested that some types of dishonest behavior may be ... We propose that dishonesty in negotiation is primarily concerned with problems of lying and truth ... Lewicki (1983) proposed a model of Iving and deception in negotiation. ...

Cited by 59 - Related articles - BL Direct - All 3 versions

### Deception in computer-mediated communication

JR Carlson, JF George, JK Burgoon, M Adkins, ... - Group Decision and ..., 2004 - Springer ... past research on leakage cues has provided some insight into indicators of deception, a primary reason ... such conflict, individuals will either choose one of the roles to guide their behavior, avoid the ... in role conflict.3 Grover (1993b) also found that the likelihood of Iving for one ... Cited by 47 - Related articles - BL Direct - All 4 versions

Loose with the truth: Predicting deception in negotiation

M Clekains, PL Smith - Journal of business ethics, 2007 - Springer

... to deceive, either alone or in interaction (Hegarty and Sims, 1978; Jones, 1991; Lewicki, 1983; Schweitzer ... We draw on social exchange theory to develop a fair trade model of decisions to ... To manage this risk, they gather information about goals and likely behavior of the other ...

Cited by 8 - Related articles - Bt. Direct - All 7 versions

# [PDF] Ethical and Unethical Bargaining Tactics: An Empirical Study

RJ Robinson - Journal of Business Ethics, 1998 - archone.tamu.edu

... about effective negotiation strategies have often suggested that some types of dishonest behavior may be ... We propose that dishonesty in negotiation is primarily concerned with problems of lying and truth ... Lewicki (1983) proposed a model of lying and deception in negotiation. ... Related articles - View as HTML

## IPDFI DRAFT: NOT FOR QUOTATION OR REPRODUCTION

BSIB In. I Said, BA Democracy, Bi Didn't Mean, F ... - polisci upenn.edu

... Participants should not try to change others' behavior through the threat of sanction or the use of ... rejection of aggregation, negotiation, and interest-group pluralism, 7 Iris Marion Young summarizes the classic contrast between deliberative and "interest-based" models of ... Related articles - View as HTML

#### COMMUNICATION AND NEGOTIATION 4

DF WOMACK - Applied communication theory and research, 1990 - books.google.com

... 65%) and aggressive styles (24%); the 11% of attorneys who did not cluster into cooperative ...

http://scholar.google.com/scholar?hl=en&q=Lying+and+Deception--A+Behavior+Model+lewicki+%28cl... 4/30/2010

Results 1 - 10 of 10. (0.11 sec)

arizona

tamu.e

upenn.